

## Message Text

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FM AMEMBASSY MOSCOW

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AMEMBASSY SOFIA

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UNCLAS MOSCOW 8236

STATE PASS HUD

USDOC FOR BEWT/TPD AND BEWT/TDAD

E.O. 11652: NA

TAGS: BEXP UR

SUBJECT: PROPOSED PENNSYLVANIA TECHNICAL SALES SEMINAR

REF: A) STATE 125591, B) MOSCOW 5001

1. COMMERCIAL OFFICE WOULD BE PLEASED TO DETERMINE WHETHER SOVIET ORGANIZATIONS WOULD BE INTERESTED IN PROPOSED PENNSYLVANIA STATE TECHNICAL SALES SEMINAR (REF A, PARA 1), HOWEVER, BEFORE WE WOULD BE ABLE TO MAKE ANY APPROACHES TO SOVIET ORGANIZATIONS, WE WILL NEED TO HAVE DETAILED INFORMATION REGARDING: A) POSSIBLE PARTICIPATING COMPANIES, B) SPECIFIC THEMES OF SEMINAR PAPERS. WITHOUT THIS INFORMATION, WE WOULD NOT BE IN A POSITION TO OBTAIN EVEN PERLIMINARY READING FROM SOVIET ORGANIZATIONS.

2. AS FAR AS SPECIFIC THEMES ARE CONCERNED, COMMERCIAL OFFICE RECOMMENDS THAT PENNSYLVANIA STATE AUTHORITIES BE ENCOURAGED TO ASSIST USDOC/BEWT/TPD IN RECRUITMENT FOR SEMINAR/EXHIBIT WHICH WE HAVE PROPOSED FOR DECEMBER 1976 ON THEME "ADVANCED ROLLING MILL EQUIPMENT." AS NOTED IN REF B, WE WOULD HOPE THAT PENNSYLVANIAN COMPANIES SUCH AS MESTA, WEAN UNITED, AND OTHERS COULD BE RECRUITED FOR DECEMBER SEMINAR/EXHIBIT. IN ORDER TO AVOID CONFLICT BETWEEN PENNSYLVANIA STATE EVENT AND USCO-  
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SPONSORED SEMINAR/EXHIBIT, WE WOULD RECOMMEND AGAINST ORGANIZATION

OF ANOTHER EVENT IN METALLURGICAL AREA DURING 1976. (COMMENT: AS FAR AS WEAN UNITED IS CONCERNED, COMMERCIAL OFFICE NOTES THAT COMPANY'S FRENCH SUBSIDIARY WEAN-DAMIRON RECENTLY SIGNED MAJOR CONTRACT WITH SOVIETS FOR ALUMINUM ROLLING MILL. MESAT MACHINE IS REPRESENTED IN USSR BY INDUSTRIAL MACHINERY CORP (JULIAN HOFFMAN) OF NEW YORK).

3. ON BASIS OUR EXPERIENCE, BOTH THEMES MENTIONED PARA 1 REF A ARE MUCH TOO WIDE FOR EVENT IN COMMERCIAL OFFICE. TAKING PROPOSED "FERROUS AND NON-FERROUS METALS" AS CASE IN POINT, WE SERIOUSLY DOUBT THAT EITHER OF TWO SOVIET MINISTRIES INVOLVED WOULD BE PREPARED TO WORK WITH COMMERCIAL OFFICE ON THIS GENERAL TOPIC. NARROW TOPIC, SUCH AS "ADVANCED ROLLING MILL EQUIPMENT," IS A DIFFERENT MATTER AND HAS REAL POSSIBILITIES. SECOND THEME PROPOSED BY PENNSYLVANIA GROUP ("BUILDING AND CONCRETE MATERIALS AND TRADES") IS ALSO VERY WIDE. COMMERCIAL OFFICE SUGGESTS THAT BEWP/TPD AND TDAD PUT PENNSYLVANIA GROUP IN CONTACT WITH UD OFFICIALS INVOLVED (RON STEGALL AND DOUG FREEMAN, TELEPHONE 755-7212) MANAGEMENT OF US-USSR EXCHANGE PROGRAM IN CONSTRUCTION AREA IN ORDER TO PIN POINT TOPICS OF KNOWN SOVIET INTEREST.

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